



Negotiation Center of Excellence (NCE)

The Air Force Negotiation Center of Excellence (NCE), to be housed within Air University (located at Maxwell Air Force Base in Montgomery, Alabama), will spearhead the development and application of negotiation, collaboration, and problem-solving skills throughout the Air Force.

The NCE builds on a current Air Force professional development initiative providing negotiation and communication skills training to 30,000 Air Force supervisors to facilitate the implementation of the National Security Personnel system (NSPS). Both the supervisor training and the NCE are part of the ongoing work of developing “enduring competencies” across the Air Force. The Center will promote the application of negotiation and problem-solving skills by Air Force leaders in a variety of demanding contexts, including warfighting operations.

The NCE will provide a forum for:

- Encouraging new thinking in negotiation theory and discussion of ideas and practices
- Increasing public awareness of successful negotiation and conflict management processes, and
- Applying negotiation and conflict management skills to solve real-world problems.

Curriculum Development

The NCE is partnering with leading academics and experts in the fields of negotiation and conflict resolution, including cross-cultural and multi-party negotiations, to create in-residence and distance learning courses for Air War College and Air Command and Staff College that will be available in Spring 2006. In addition, the NCE is consulting with experts on the Middle East and other regions deemed important to Air Force mission objectives to explore the possibility of providing more in-depth cultural awareness training as a component of the NCE curriculum offerings.

The NCE curriculum will be produced in collaboration with leading academics and a diverse network of partner institutes. The curriculum will combine widely accepted and publicly available negotiation concepts with unique applications and interactive exercises designed to prepare students to use their new skills every day on the job, whether it be on the battlefield or behind a desk.

Negotiation eTool

The NCE is evaluating commercially available web tools as well as developing its own open source tool to provide an infrastructure that will transform individual negotiations into a business process and an Air Force corporate capability. These eTools facilitate thinking about negotiations in a systematic way, and may also contain dynamic libraries of information on prior negotiations that will allow Air Force personnel to share negotiation insights and experiences.

National Defense University/Interagency Collaboration

At the request of the Department of Defense Office of Force Transformation, the NCE is collaborating with the National Defense University (NDU) and its Interagency Transformation, Education and After Action Review (ITEA) program.

ITEA is a federally funded program that seeks to improve coordination among the executive departments and agencies responsible for crisis planning and response. The ITEA program was established in 1997 in response to the increasing number of complex crises requiring a coordinated response among US Government agencies and departments.

The NCE will be working with ITEA to provide negotiation training to facilitate effective interagency collaboration.